

# The Legaspi Company

## TENANT REPRESENTATION

The Legaspi Company ("TLC") is a full-service real estate brokerage that specializes in retail transactions. Since 1977, TLC has been recognized for its ability to successfully identify and capture key pieces of real estate for its clients through knowledge and expertise in fundamental real estate principles. Contributing to our success is that customer service is of paramount importance to TLC and our agents respect their fiduciary duties.

We are experts in tenant representation. Over the last three decades, The Legaspi Company has aided in the expansion of numerous credit tenants. TLC is able to close multiple to dozens of deals for a single client streamlining the real estate transaction process for retailers. Our agents are well-versed in the current retail real estate transaction market and make every effort to seek the terms and conditions the clients need.

We are experts in site selection. One strength of The Legaspi Company is its ability to deliver real estate to retailers at optimal locations for them. The focus of our search lies in the customer therefore we get to know who our client is selling to. Once we target a market, our agents meticulously canvas the streets.

We deliver real estate by utilizing every resource and source of information available in the brokerage community and many sources proprietary to our own systems. We uncover and deliver real estate in regions that are considered extremely difficult to reach. TLC delivers sites through constant follow-up and total effort in bringing the parties involved into an agreement each can accept.

TLC has systems and templates in place that have been tested and proven to aid in the expansion programs of major retailers. TLC also can provide data unique to a retailer's needs and unique to TLC. We are able to present and report on multiple opportunities and leads in a targeted region as well as current market conditions. This is all in an effort to achieve the ultimate goal: acquire more locations for our clients.

Each retailer has specific real estate needs and they face a variety of challenges while securing real estate.

A company looking for small shop space may have several opportunities to choose from within a particular trade area. We uncover these sites and present deals to them. A company needing over an acre of land in urban in-fill retail locations also seeks choices in the marketplace and it is our role to uncover and sometimes even create opportunities through constant follow-up and due diligence.

Who are TLC clients? We represent retailers of multiple sizes and categories. Over the years The Legaspi Company has worked on some of the most successful expansion programs in Southern California. The founding member, José de Jesús Legaspi, was part of the initial expansion of El Pollo Loco in the early 1980s. Most of the twenty locations he secured are still in operation in 2008. Many others such as McDonalds, Blockbuster Video, Gigante Supermarkets, ValuPlus Stores, El Gallo Giro, and Famsa have benefited from the good work of TLC.

As of Q1 2008, The Legaspi Company currently represents: Fresh & Easy Neighborhood Markets, Chuck E. Cheese's, Fred Loya Insurance, Dr. Pacheco Naturalmente, Metro PCS, Little Caesars Pizza, Farmacia Remedios, Opportunities for Learning, and others.

The TLC deal making team is representing tenants throughout the State of California. Contact our offices to speak to an agent regarding your expansion needs. The Legaspi Company is able to handle any retail lease/sale real estate transaction, including NNN and ground leases, acquisitions, 1031 exchanges, as well as orchestrating the development of major retail shopping centers.

*Let us represent you. You'll be in great company.*



